

Curetis Clinical Applications Specialist (CAS) Job Description

The Clinical Application Specialist (CAS) will represent Curetis USA and its products, engaging in clinically-based exchanges with national, regional and local infectious disease key opinion leaders, physicians, laboratorian, and other medical staff such as infection control and pharmacy. The CAS will be responsible for providing scientific support, clinical education and training on the benefits and clinical utility of Curetis's products, assist in developing best practices and protocols to maximize product utilization at institutions, assist laboratories with implementation of products, enable customers in fully utilizing the clinical potential of products, support pre- and post- launch studies, identify key publications to support and defend Curetis products, and form relationships with laboratorians and clinicians to develop key opinion leaders. The CAS will work closely with Scientific Affairs and Commercial teams to develop strategies to achieve the corporate objectives.

Duties and Responsibilities

- Build and strengthen professional relationships with hospital-based clinical personnel, including laboratorians, physicians, pharmacists and infection control staff.
- Serve as a key clinical/scientific resource to customers and Curetis personnel.
- Maintain thorough and up-to-date knowledge of disease state, clinical information, product data, and key publications within the infectious disease arena, including current and pending competitors.
- Must possess the ability to translate clinical information and data into high quality medical dialogue.
- Develop and deliver effective clinical training and presentations to customers and Curetis personnel.
- Ascertain critical competitive intelligence through ongoing publication searches, meetings with product experts, attendance at conferences, and appropriately communicate information back to key stakeholders at Curetis.
- Collaborate with the Scientific Affairs and Clinical Operations teams to coordinate and optimize educational support for sites/investigators participating in the Company's clinical trials and other study initiatives.
- Collaborate with Scientific Affairs team in responding to requests regarding interest in investigator-sponsored studies, and support these study submissions through appropriate internal processes.
- Collaborate with Technical Support and Scientific Affairs in responding to unsolicited requests for medical/clinical information associated with supported products and disease state areas.
- Collaborate with commercial teams to support and achieve corporate objectives.
- Identify key clinical issues and insights from industry leaders and communicate to appropriate stakeholders at Curetis to help shape product positioning and strategies.
- Maintain appropriate communication with manager and key stakeholders within the company to ensure appropriate timelines of project deliverables.
- Adhere to regulatory and compliance guidelines and company policies in all aspects of scientific dissemination of information to include responses to unsolicited requests for medical information.
- Provide field updates regarding topics of interest.
- Comply with administrative and reporting needs on a timely basis or as requested by management.
- Regular attendance and timeliness is essential.

Qualifications

- Bachelor's degree in biological sciences or related area with demonstrated expertise in laboratory Molecular Biology or Microbiology; PhD, MS, MSN, desirable.
- Minimum 5 years in the diagnostic or medical device industry required; minimum 2 years clinical experience within hospital-based infectious disease arena preferred.
- Prior experience providing clinical support to diagnostics or medical devices, including KOL development, investigator-initiated clinical trials, publications and educational programs highly preferred

- Excellent oral and written communication skills; able to communicate and teach others complex scientific information and credibly manage informal and formal scientific conversations and presentations
- Established track record of effective and influential written and oral presentations within the healthcare profession.
- Knowledge of FDA compliance and regulatory requirements
- Excellent interpersonal skills with the ability to integrate and work in cross functional network
- Ability to develop scientifically-credible and respected effective working relationships with both internal and external customers
- Ability to search, read, interpret, and convey pertinent medical literature in the relevant clinical areas and establish self as a valuable resource to both internal and external customers
- Exceptional organizational and time management skills
- Maintain a high level of ethical and compliance standards
- Ability to travel nationally and internationally is required, up to 70% (7-10 overnights per month); must be willing to travel weekly, with overnight travel as needed.

Physical Demands

The physical demands described within the Position Responsibilities section of this job description are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this job, the employee is regularly required to be independently mobile. The employee is also required to interact with a computer, and communicate with peers and co-workers.

Travel up to 70%, including domestic and international travel.

To Apply

If interested, and experience is commensurate with topline requirements, please submit resume directly to Info_us@curetis.com. Please add in your subject line, "CSS position."

About Curetis

Founded in 2007, Curetis is a molecular diagnostics company that focuses on the development and commercialization of reliable, fast and cost-effective products for diagnosing severe infectious diseases. The company is based in Holzgerlingen (near Stuttgart) Germany. In 2016, Curetis opened its US headquarters in San Diego, CA.

For further information, please visit www.curetis.com.